DECEMBER NUMBER 1904

# THE LARKIN IDEA

50 CENTS A YEAR



"I wish every Larkin Customer
the merriest Christmas they ever had."

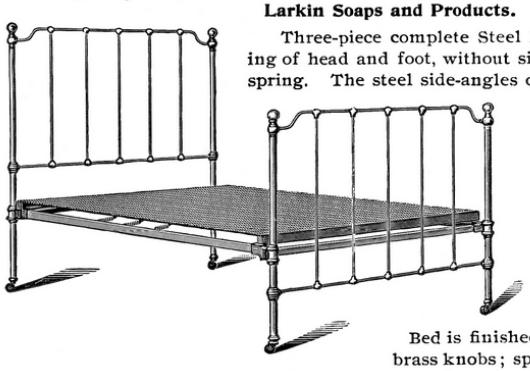
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OUR NEW

# White Enameled Steel, Brass-Trimmed Beds

METAL BEDS add beauty and cheerfulness to the chamber, while they convey a delightful feeling of cleanliness that invites repose. They harmonize perfectly with furniture of any wood or style, and their airiness gives a roomy effect even to small chambers. They utterly discourage vermin. Are very strong and will last a lifetime. All castings are malleable iron and will never break. Smooth joints. All steel parts have three coats of enamel baked on. Ball-bearing casters on all.

**No. 5. Given for five Certificates; or free with $10.00 worth of Larkin Soaps and Products.**



Three-piece complete Steel Bed and Spring, consisting of head and foot, without side rails, and woven-wire spring. The steel side-angles of spring fit into bed-end sockets, making a perfectly rigid bed. Spring is equipped with the "Real" support, which will sustain great weight without sagging.

Head, 4 ft. 8 in.; foot, 3 ft. 2 in. Length, 6 ft. 6 in. Choice of three widths, 4 ft. 6 in., 4 ft. or 3 ft. 6 in.

Bed is finished in White enamel, with brass knobs; spring, in silver bronze.

**No. 8. Given for eight Certificates; or given with a $10.00 selection of Larkin Products, for $13.00; or free with a $16.00 selection.**



A handsome new design. Pillars and top-tubes are 1-in. steel, with ornamental castings at center and corner decorated in gold bronze. Brass scroll above upright rods is lacquered to prevent tarnishing.

Head, 5 ft. 5 in.; foot, 3 ft. 11 in. Length, 6 ft. 6 in. Choice of three widths, 4 ft. 6 in., 4 ft., or 3 ft. 6 in.

Any rigid frame wire mattress or spring may be used without slats. If wanted to use with slats specify inverted side rails.

Any special size not larger than regular, $1.50 additional. Beds enameled in Barff Black, Blue, Green or Pink, 50 cents additional.

*Larkin Street,* **Larkin Co.** *Buffalo, N. Y.*

ESTABLISHED, 1875.




FOURTH YEAR. DECEMBER, 1904.

# Our Christmas Greeting.

Present again is the season when hearts abound in cheer, and lips give expression to the peace and good-will that dwell within.

To all Larkin Customers we send our hearty Christmas greeting. May joy and gladness manifest themselves in every deed! May every duty be attended by a cheerfulness that will overflow to those around you! May the peace and joy that obtain through kind and thoughtful acts inspire all to give freely unto others the best of their hearts' fullness, and may the glow of Christmas-tide be quickened into a living fire that will endure throughout the year!

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### THE ABANDONED WORKSHOP OF SANTA CLAUS.

By Lorinda Lucile Terpening.

Old Santa woke up from his summer vacation,
And he mused to himself: "Now I'll name in rotation
Each family of kids where I'll visit this year,
And what I shall give to each child I hold dear."

But after most carefully reading each name,
O'er the saint's wrinkled face a slight shadow there came.
"I am getting so old, and so lame, stiff, and sore,
That I feel I can never build toys any more.

"Why, when I was young, I worked all summer long
Making toys for the next Christmas! And I feel that 'twas wrong
For me to have slept all this long summer through.
True, I needed the rest! But now what shall I do?"

His wife quickly said: "Sant, I'll tell you *just* what:
I have lately been told of a world-renowned spot
Where these things can be got ready-made and all right."
Old Santa replied, "Then I'll see it tonight."

So he harnessed his reindeers, and quickly did go
To this place, which, she said, was in far Buffalo.
And going right in, without ever a key—
As Santa Claus does—now what did he see?

At top of the building he'd noticed a name,
A huge "Larkin Co." writ in letters of flame.
"Am I in a dream?" Santa cried, in amaze.
"If not, what's all this upon which I now gaze?"

For there each so neatly arranged in its place,
Were Go-Carts and Rockers for dolls; and his face
Beamed with smiles as he saw Cinderella Dolly
In a White Cradle sleeping, and he muttered, "Oh, Jolly!"

"With this Doll Furniture and Child's Tea Set so grand,
I surely can satisfy any girl in the land!
Here's a Croquet Set, too; Fans, Bracelets and Rings,
Water-colors, and all sorts of beautiful things!

"Now, the boys must be thought of; and lo! here I find
Just the things that are suited to every boy's mind:
Tools of every description, Skates, Jack-knives and Sleds,
And Express Carts, and Guns to turn all the boys' heads.

"These Cameras and Engines and nice Printing-press,
With Scroll-saw and Lathe, will just suit them, I guess
And these Cornets and all sorts of musical things
Make the list quite complete. Oh, the joy that it brings!

"Just to think I shall ne'er have to bother my head
To make all these things! As their parents, instead,
Can just order a box of sweet Perfumes and Soaps
And get these things free! And they'll do it, I hope.

"Then they'll lay them aside 'til I call round each year
And fill up each stocking with good Christmas gear.
Hurrah for the Larkins! And you can just bet
I'll tack on my workshop a big sign, 'To Let.'"

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### "A MIDSUMMER NIGHT'S DREAM."

By E. M. Taylor.

One midsummer evening I went for a stroll;
While crossing a meadow I paused on a knoll,
To ponder the moonlight and look for a troll,
That being the season to meet fairies droll.

Soon a quaint apparition attracted my eye,
A funny old woman flew down from the sky;
A broomstick a-riding she went sailing by.
"O where do you come from, Old Woman?" said I.

"I went to sweep cobwebs a long time ago.
You'll remember my broom; my name you don't know,
Now I wash out the clouds and line them with light;
The milky way whiten—you'll see it tonight."

"Old Woman, how ever can you alone do
This work you have mentioned and hope to get through?"
"The way to get work done's to go to work right.
Use Boraxine Powder, World's Work, Honor Bright."

# Tommy's Bunker Hill Bob-Sled.

A CHRISTMAS STORY.

By Eben E. Rexford.

"MA," demanded Tommy, explosively, as he stood watching his mother concoct good things for the Christmas dinner that was to be eaten on the morrow, in the Roberts' home, "Ma! What's an old maid?"

"For the land's sake! What questions will you be askin' next, I'd like to know?" said Mrs. Roberts. "How'd you ever come to get that idea in your head? Who's be'n sayin' anything to you 'bout ol' maids?"

"Sam Parker, he did," answered Tommy. "He said, was my old maid aunt acomin' to our house Crismus? an' I said what'd he mean?—I hadn't got no old maid aunt; an' he said, yes I had, too; Aunt Janet was an old maid. An' I said she wasn't—she was the nicest aunt I had; an' he said he didn't care for that—she was an old maid, all the same, 'cause his mother said so; an' I said I'd lick him if he didn't shet up; an' I would, too, an' he knew it. What *is* an old maid, Ma? Tell me!"

Mrs. Roberts groaned over the predicament she found herself in. When Tommy was in search of information, he always persisted until his curiosity was satisfied. She knew there would be no "let-up" until she answered his question. If she did not answer it, most likely he would ask Aunt Janet to enlighten him, on the morrow. And she did not want him to do that.

"Ol' maids are women that haven't got married," she explained, hoping that would be sufficient to satisfy her son. But no,—

"Why haven't they?" asked Tommy.

"Dear me," exclaimed Mrs. Roberts, petulantly, "I do wish you wouldn't ask such foolish questions. Go 'way, now, an' don't bother me. I can't talk when I'm makin' cake."

"But you don't have to talk much to tell me that" persisted Tommy. "Say, Ma! What's the reason they don't get married?"

"I never see your like!" declared Mrs. Roberts. "Why—some of 'em don't have a chance to, an' some of 'em have chances, but druther stay single."

"Didn't Aunt Janet ever have a chance?" asked Tommy.

"Yes, she's had plenty o' chances, if she'd seen fit to take up with 'em," answered his mother. "She needn't ha' be'n an' ol' maid if she hadn't wanted to."

"Why don't she want to get married, Ma?" asked Tommy.

"See here, now, Tommy Roberts, you ask one more question—just one!—an' you'll march straight out o' this room, an' *stay* out. An' you won't get any spoons to lick neither. Don't you dare to mention a word of what I've said, tomorrow, to Aunt Janet. If you do you'll get such a trouncin' as you hain't had for one spell—don't you forget *that!* You understand?"

"Yes'm," answered Tommy, meekly. "Say, Ma! if you'll give me that spoon to lick, 'thout scrapin' it first, I'll keep still an' won't ask another question, honest Injun!"

"Well, then, take it," said his mother, turning over the spoon, with a generous portion of cake-batter adhering to it.

If there was anything Tommy liked, it was to "hang 'round" in the kitchen, on days when preparations were going on for such feasts

as came at Christmas and Thanksgiving. He was always in the way, always asking questions, always begging spoons "to lick."

Uncle John Roberts and family were to eat Christmas dinner with them on the morrow. Aunt Janet, about whom he had made inquiries, lived with Uncle John.

Tommy had been promised, some time ago, that on Christmas Eve he might go to Uncle John's and stay over night, and come home with them from the Christmas service at the church. Accordingly, he set out about four o'clock and was at Uncle John's by dark.

In the course of the evening, he found himself alone with his cousin Jessie, who was two or three years older than he was. She asked what good things his mother had made for tomorrow's feast, and Tommy described the pies and cakes so vividly that he felt his mouth watering over his own eloquence. It made him hungry to think of what was in store for the morrow.

"I just wish we could have a wedding in our family," said Jessie. "Then's when they have good things to eat!"

"Better'n they do Crismus?" asked Tommy, greatly interested.

"Better? Well I sh'd say," answered Jessie. "Crismus *don't begin* with weddings. Why, I went to one this summer, an' they had, oh, I can't *begin* to tell how many kinds o' cake —fruit, an' Puritan Pure Choc'late, an' angels' food, an' cream, an' marble—an' more I didn't know the name of, but they was just delicious —seem's if I could taste 'em now! —an' there was lemonade, an' ice-cream with Larkin Vanilla in it—why, Tommy Roberts, I don't b'leeve there was *anything* good to eat they didn't have! You'll never know till you go to a wedding, for yourself. *Then* see what you think about *Crismus!*" wound up Jessie with a note of pity for poor Tommy's ignorance.

"I wish we *could* have one," said Tommy, with a long deep sigh. "It'll be ever'n ever so long 'fore we get big enough to get married, won't it?"

"I wish Aunt Janet would get married," said Jessie.

That reminded Tommy.

"Say," said he, in a low and confidential whisper, "she's an old maid, ain't she? Why is she? Do you know? I asked ma, an' she kep' puttin' me off—she al'ays does when I want to know things—an' she said Aunt Janet had chances, but I didn't just get the hang of it, an' afore I found out, she made me shet up. *Why* hain't Aunt Janet got married, Jessie?"

"I'll tell you, if you'll promise you won't never, never say a word about it to a livin' soul," said Jessie, looking about her apprehensively, to make sure no one was listening. "I heard ma talkin' with the minister's wife, one day, an' near's I c'd make out Aunt Janet used to be engaged to Doctor Graham—"

"What's engaged?" asked Tommy.

"Why, engaged is promising to marry somebody," explained Jessie. "I sh'd think anybody'd know that."

"Mebby they would, if they was as smart as you think you be," retorted Tommy, stung by his cousin's evident pity for his ignorance. "Girls is al'ays smarter'n boys, you know." This was intended for sarcasm, but Jessie accepted it as simple statement of fact and went on:

"They was engaged, but they had a falling-out, an' broke off their engagement, an' neither of 'em's got married, an' ma said she didn't b'leeve either of 'em ever would, they thought too much of each other. She said there was a misunderstanding—"

"What's a misunderstanding?" asked Tommy.

"Why, a misunderstanding's a—a—" Jessie paused, at a loss for words simple enough to make the matter plain to Tommy, "—it's a mistake that comes o' thinkin' things are so when they ain't so, you know. I don't suppose you'll get just the right idea, but anyway it means that if it hadn't been for some kind of a mistake between 'em, they'd have got married. An' my ma told the minister's wife she felt real sure both of 'em was sorry, an' would be glad to make up, but she didn't know's they ever would, 'less somethin' 'strordinary happened—"

"What's 'strordinary?" asked Tommy.

"Why, it's somethin' you hain't expectin'," explained Jessie, "somethin' sudden an' s'prisin', you know. You understand?"

"Y-e-es," answered Tommy, rather dubiously. "I don't see why you use such big words, Jessie, I guess you're tryin' to show off."

"Big ideas has to have big words to 'spress 'em," said Jessie, with dignity. "Wouldn't it be nice if Doctor Graham an' Aunt Janet *would* make up an' get married? I'll bet anything they'd have a wedding dinner 'most as good as the one I went to, an' mebby better!"

Tommy heaved a long wishful sigh over the vision Jessie's words conjured up. He could taste cream-cake and ice-cream that very minute, and feel lemonade trickling down his dry, parched throat.

That night he thought it all over, and a brilliant idea came to him. If a "make-up" between Doctor Graham and his aunt hinged on something "'strodinary," why couldn't a little boy about his size furnish what was needed?

They were all to go to church in the morning, and from church they would go to Tommy's home. About half an hour before it was time to start churchward, fate—or Providence—sent Doctor Graham that way, and Tommy happened to be hanging over the gate-post as he came down the hill.

"Want a ride?" asked the doctor.

"Yep!" answered Tommy, and clambered into the doctor's cutter without further ceremony.

The very opportunity he had been wishing for had come, and he determined to make the most of it.

"Say, why don't you an' Aunt Janet get married?" he blurted out.

The doctor looked at him keenly.

"What makes you ask me such a question?" he asked.

"'Cause I heard you an' she got engaged, an' got mad about somethin' an' broke off, but they said you both was sorry, an' mebby if somethin' 'stror—stror'nary happened you might get married yet. That's why I'm sayin' this. I guess it's 'stror—stror'nary," explained Tommy, stumbling over the big word, but too intent on results to mind it much. "Say, why don't you?"

"Maybe your aunt wouldn't agree to it," answered the doctor, with what Tommy thought a very "queer" look in his face. He seemed excited, eager.

"I guess she would," said Tommy. "Anyway, you'd better ask her an' find out. *I* would if I was you."

"I *would* if I had a chance to," said the doctor. "But she never gives me a chance. That's why I've thought all along that she didn't care. See here, Bub, can't you help me to make a chance? She's going to your house to dinner, I understand. Ask her to go out walking with you this afternoon, and I'll happen along, and —and she'll *have* to listen to what I have to say. Will you do it? Here's

something to bind the bargain," and the doctor produced a jack-knife that made Tommy's eyes glisten with delight. But he had the instincts of a bargain-maker, and he hesitated.

"I'd like Barney & Berry Skates better, I guess," he said.

"Well, you shall have skates, if it all turns out as I'd like to have it," said the doctor eagerly.

"An' I dun'no but I'd rather have a Bunker Hill Bob-sled than either," said Tommy. "You see, my ma, she gets Larkin's Soap, an' there's lots o' nice things comes with it, an' she's goin' to send for some more by-and-by, an' I've be'n coaxin' her to get me Skates an' a Bob-sled, but she won't. Say! if you get married, you'll need soap, won't you?"

"I suppose so," laughed the puzzled doctor. "But I don't just see what you're driving at."

"Well, I tho't mebby you'd send for a box o' Soap, an' if you did, you'd get the sled an' the skates for premiums, an' let me have 'em—"

"I'll do it," said the doctor. "And I'll throw in the knife. It's a bargain, then, is it?—You'll get your aunt out walking and keep her out till I come along—"

"Pop, it's a bargain," said Tommy, his fingers closing delightedly over the knife that reposed in the depths of his pocket.

By this time he felt it necessary to terminate the interview and go back, for fear the family would go off to church without him. He got to the gate just as they were getting into the sleigh. His face had such an excited look on it that Jessie surmised something and took advantage of the first opportunity to ask what had happened.

"Somethin' 'stror'nary" answered Tommy, with a chuckle. Then, in a mysterious whisper, "I know somethin' you don't, for all you think you're so smart. Put your hand under the buffalo, Jessie."

Jessie did so, and Tommy slipped his jack-knife into it.

"Where did you get it?" asked Jessie, her womanly curiosity excited.

"Can't tell now," answered Tommy. "But it's a dandy, you bet. Three blades, one big an' two little ones, an' real bone handle. Bet my dad'd give me much's a dollar for a swap for his'n, but I wouldn't do it. I'll bet you'll be s'prised when you know what I do."

The Christmas dinner was over. Tommy felt at peace with all the world. But he had not forgotten that skates and sled had still to be earned.

"Say, Aunt Janet, let's go a-walkin'," he proposed. "I know where there's lots o' them bittersweet berries you said you wanted. Come along, an' I'll show you."

Aunt Janet threw on her wraps and they set out. Hardly had they reached the bittersweet vines Tommy knew about, when they heard the music of bells behind them, and she looked about to find herself face to face with Doctor Graham. A swift color came into her face, then ebbed, leaving it pale.

"Janet," he cried, "I want a long talk with you. I want to tell you how much I regret the past, to ask you to forgive and forget. Will you give me the chance to set myself right with you? If you will, come with me. *Don't* say no, Janet! We've lost too much happiness to let pride stand in the way of what may be in store for us if we will only take it. *Will* you come?"

For answer, she gave him her hand, and let him assist her into the cutter. And then they drove away leaving Tommy to wonder why he hadn't been asked to go along.

"But it's comin' out all right," he declared. "I can see *that*, plain's

daylight. I'll run home an' tell Jessie. My, but I'll bet there'll be a big weddin'! Anyway, I'm sure of my jack-knife, an' he'll have to do's he agreed 'bout the Bob-sled an' Skates. I guess I'm goin' to make the most out of it of anybody."

"Where's Aunt Janet?" they asked, when he reached home.

"Gone off a ridin' with the doctor," he said.

"With doctor who?" cried his mother.

"Doctor Graham, o' course; who'd ye s'pose?" answered Tommy.

"Tommy Roberts, what do you mean?" cried Jessie's mother. "You *can't* mean she's gone with Doctor Graham!"

"Yes, I do," said Tommy. "Don't y's'pose I know what I see?"

"Maria, they're goin' to make up," said Mrs. John, solemnly. "Oh, I hope they will! Janet ain't the kind to say much, but I've seen, all along, that she never'd got over carin' for him."

"Tommy," said Mrs. Roberts, with strong suspicion expressed in her face, "what have you be'n doin'?"

"Nothin'," answered Tommy. But he had a feeling that discretion was the better part of valor, just then, and he didn't care to be questioned, so he wisely withdrew.

An hour later, a sleigh stopped at the gate—Doctor Graham's sleigh—and presently the door opened and two very happy looking persons came in.

"We've come to tell you that the Christmas spirit has taken possession of us," Doctor Graham said, "and henceforth there's to be peace and good-will between us. I hope you'll be as glad as we are."

"Glad! you don't know how glad!" and then Mrs. John kissed Aunt Janet, and cried over her, and Tommy's mother came near kissing the doctor in her excitement, and there were handshakings and felicitations all around.

Tommy stood looking on, wondering what he ought to do. The doctor caught sight of him.

"Come here and shake hands with your uncle," he cried; "if it hadn't been for you, this might not have happened. I'll stand by my bargain, and you shall have the Bob-sled and Skates. You tell your mother what she's to order when she sends for the box of Soap you sold me this morning, and when the things come, they're yours."

"Tommy," said Mrs. Roberts, looking at the lad sharply, "what have you be'n up to?"

"I couldn't tell, 'cause it was confidential," said Tommy. "Wasn't it, Doctor?"

"Yes, just between us. Tommy and I understand each other," said the doctor, and Tommy decided, then and there, that he was a "reg'lar trump." If the doctor took his part, he felt he had nothing to fear.

"Ma, will there be a weddin'?" he asked, presently, in a whisper.

"*Of course*, there'll be a weddin'," she answered. "An' if it don't beat all the Crismuses an' Thanksgivins' you ever see, 'twon't be my fault. A weddin'? you don't s'pose we'd let your Aunt Janet get married '*thout* a weddin', do you?"

Tommy retired to the woodshed and executed a series of triumphant hornpipes, jigs and other dances for which there is no name.

"Jack-knife, Skates, an' Bob-sled," he said, over and over, like a litany. "An' a weddin' a-comin', a great big weddin', with cake'n ice-cream'n more things'n you can shake a stick at. An' I helped it 'long by doin' somethin' 'stror'nary. Gee! But ain't this jest a Great Chrismas!"



# FLORAL TALKS

BY EBEN E. REXFORD

*Reprints allowed only by special permission of Editor* THE LARKIN IDEA.

HAVE you ever grown the ceramcaria? If you have not, you have a pleasure in store. It is a plant particularly adapted to living-room culture. Those who have failed with the Palm, stand a fair show of success with this member of the great Pine family. It sends out its branches in whorls, instead of irregularly, like most evergreens. There are generally five branches in each whorl, though sometimes there are eight. When there are but five, the whorl, looked at from above, forms a perfect five-pointed star; hence one of the popular names of the plant, Star Pine. Another popular name is Norfolk Island Pine, originating from the native habitat of the variety. The branches, which are flat, are covered with short, needle-like leaves, and the effect of the plant is rich and pleasing in the extreme. While it has something of the rugged strength that is characteristic of the Pine and Hemlock, it has the grace of the larger Ferns. It is of the easiest culture. Give it a soil of loam and sand, a moderate supply of water and frequent showering to keep its prickly foliage clean and free from red spider. It is really a much statelier plant than any Palm adapted to house-culture, and it will thrive under conditions that would be fatal to that plant.

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The Othonna is an excellent winter-bloomer, if you give it a sunny window to grow in. Its bright yellow flowers are as cheerful as sunshine itself. But you won't get many of them if you keep the plant in the shade.

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Don't try to make your Callas into aquatic plants by keeping them in water-tight jars, as some do. They seldom blossom when grown in this way, and very often they sicken and die, after a little. But give them a porous, spongy soil, *with perfect drainage*, and then use a good deal of water on them—warm water, if you like—and plenty of fertilizer, like liquid manure prepared by soaking old cow droppings in water until the infusion is the color of weak tea. Treated in this way, not one Calla in a dozen will fail to bloom several times during the season, and give fine large flowers.

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The Heliotrope is an excellent winter-bloomer, if kept warm, moist at the roots and free from insects. Water so frequently and so liberally that the soil never becomes dry. If it does, your plant will be pretty sure to drop a good many of its leaves. In a hot, dry atmosphere, the red spider often injures it. Guard against this by frequent showering. The aphis, or green plant-louse often takes possession of it. Sulpho-Tobacco Soap infusion will soon put this enemy to rout. Cut off all old flowers, as they fade, and give a frequent dose of some good fertilizer to encourage constant growth throughout the season. Treated in this way, you may have blossoms all winter, and no flowers will give more pleasure, as they are not only very beautiful, but so deliciously fragrant that a cluster of them will sweeten

the air of a good-sized room. For buttonhole bouquets, or corsage decoration, a spray of them used with a few green leaves, is always in order.

Such plants as Hydrangeas, Fuchsias—with the exception of the variety known as Speciosa—Chrysanthemums and Agapanthus, ought to go into the cellar now, and remain there until March. While in winter quarters, do not give any water unless there is danger of the soil's getting dust-dry. Keep them as cool as possible without subjecting them to frost, and away from the light, if you can. The aim is, to secure a season of rest for them by making and keeping them dormant until the time comes to start them into growth again.

The double-flowered Begonias of recent introduction are great acquisitions. They bloom constantly, and their flowers are in such compact masses that a cluster has the appearance, at a little distance, of a great rose. They are of the easy culture which characterizes most Begonias. You will be delighted with them.

If you gave your Amaryllises the right kind of treatment last season, they ought to be getting ready to bloom now. Many persons fail with these bulbs. But success is reasonably sure provided you treat them properly. You may have noticed that they have quite distinct periods of growth, after which they stand still for some time. While they are growing, they should be fed well. No fertilizer suits them better than liquid cow-manure. When they stop growing, give them less and less water until the soil gets quite dry. Allow them to remain in this condition until another growing-period comes. As a general thing, the first indication of this period will be the appearance of a bud, from that part of the bulb below the leaves—that is, if the plant is going to blossom. If it is not, new leaves will be the sign of renewed growth. Then feed well and give more water, as long as growth goes on. This causes the bulb to store up strength for future operations, and puts it in a condition from which flowers will result by and by. Old, stowed bulbs must be built up in this manner before they can be expected to do anything in the way of blossoming. The secret of successful Amaryllis-culture consists in high feeding, and in making the two periods—the growing and the dormant one—as complete as possible. Get all the growth you can out of them by furnishing plenty of nutriment when the plant is in condition to make use of it. Then let the plant rest as fully as possible, after it signifies its desire to do so by ceasing to send up new leaves and ripening off some of its old ones. Treated as advised, most Amaryllises will give two to three crops of flowers regularly, each year.

**SATISFACTION GUARANTEED.**

Money back if you are not satisfied. The full price paid, including freight charges, will be promptly and cheerfully refunded to any purchasers who, after thirty days' trial, if dissatisfied with our Soaps or Premiums, and no charge will be made for part used in a reasonable trial.

**WANTS MORE OF THEM.**



Mrs. P. B. Brooks, Lafayette, Ind., writes: "Although I have sent you but one order, I am greatly pleased with my premium, and my customers are delighted with the Soaps. I hope I may receive many more of your premiums."

# The Larkin Idea.

**PUBLISHERS' ANNOUNCEMENT.**

**The subscription price of THE LARKIN IDEA is 50 cents per annum.**

**It is published on the first day of each month, and will be mailed to any address in the United States or Canada for one year upon receipt of the subscription price.**

**Back numbers cannot be furnished.**

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**Short contributions are requested from any patron who has something to say that will interest others.**

*Larkin Co.* **Publishers.**

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**19 Eliot St., - - - - BOSTON.**
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**820-824 Liberty Ave., - - PITTSBURG.**

## FOUND AT LAST.

BY H. W. TAYLOR.

Mother wanted to have a cake,
Of extract fond is she.
The brand she used is of purest make,
And here its name you see.

CaLifornia
MontAna
FloRida
North DaKota
MaIne
WashiNgton
Vermont
AlabamA
KaNsas
LouIsiana
MaryLand
IlLinois
NevAda

The cake all ate with favor—
We had it at our tea,
When you wish for another flavor,
Glance at the list and see
Almond, Orange, Lemon, Rose,
Wintergreen and Celery.

"God bless us every one!" (Tiny Tim.) To every reader of THE LARKIN IDEA—to every Larkin customer—we wish a Merry, Merry Christmas.

Every premium we offer is a dispenser of joy and is easily earned.

Remember your friends, and find happiness in generous giving. There are a host of Certificate Premiums that are great in the amount of pleasure they convey.

The Chautauqua Desk is ever ready to help make a joyous Christmas. It is a useful present and fills the recipient with the kind of Christmas cheer that endures for years.

No excuse for neglecting any friend this year. If you are in doubt what to give, a bottle of Perfume or Toilet Water and some of the many Larkin Toilet Articles make gifts that everybody likes and finds useful.

A subscriber to THE LARKIN IDEA is one who has sent 50 cents for it or three orders within a year. No others receive it regularly. Those who do receive it regularly have paid for it for one year in one of the only two ways it can be obtained. Those who have sent three orders within a year have paid their subscription just as surely as one who remits 50 cents.

One of our Company recently received a letter from a relative, written on board the Steamer Cedric, en route to Liverpool, telling of meeting some of the English Chemists, members of the Society of Chemical Industry, who were returning to England from their tour of America,

and whose visit to our factory was mentioned in THE LARKIN IDEA for October. In conversation these gentlemen said that their visit to the Larkin Plant at Buffalo was one of their most pleasant and interesting experiences while in America. Similar expressions were heard from these visitors while in our city. It is gratifying to know that their visit here is remembered with pleasure and profit.

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The $500.00 Cash Prize Contest for boys and girls closed December 1st. The results of the Contest will be announced to the prize-winners as soon as the labor of checking the orders can be accomplished. THE LARKIN IDEA for January will publish, for the information of all contestants, the names of the prize-winners and their portraits. We have been especially pleased to observe the enthusiastic interest manifested by the hundreds of young people engaged in the Contest. It has supplied a stimulation for earnest endeavor that will prove beneficial and profitable to all who entered it. The Contest for 1904 has accomplished its purpose. We wish every boy and girl who entered the Contest a very Merry, Merry Christmas.

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### OUR CALENDAR FOR 1905.

With THE LARKIN IDEA for January, our Modjeska Rose Calendar for 1905 will be mailed to each subscriber. The third cover page of this issue contains an illustration and description of the Calendar, which we regard as the most pleasing of any of the art Calendars we have issued. We are confident it will be received with warm favor by all who are enrolled on our subscription list. To those who are not so fortunate as to be a subscriber to THE LARKIN IDEA, we will mail a copy, while the supply lasts, on receipt of ten cents.

### A PROFESSIONAL CLEANER'S METHOD OF CARING FOR LACES.

BY AUNTIE NELL.

Recently I entertained as guest a lady who is an expert in making and caring for fine laces, and in fine needlework of many kinds. In short, she is a professional cleaner and mender of costly laces, etc. She makes a very comfortable living by doing work of this kind for a few wealthy families, who are willing to pay high prices on account of the scarcity of skilled help in this line.

While in conversation with her concerning her work, I chanced to say that I seldom wore my bits of hand-made lace as it was so difficult to keep the picot edges in good order.

"That" said she, "is because you do not understand doing up laces.

"Place them upon a pane of glass and submerge in a suds either of White Woolen Soap or Boraxine, and let them lie; change the suds until clean, and finally substitute clear or blued water, as desired. When thoroughly rinsed, lift the glass nearly to the surface and straighten the picots with a needle where needed. Then lift from the water and subject to even pressure until dry. They should never be ironed."

We have seen enthusiastic collectors of seaweed prepare their very delicate specimens by putting them in water, and when perfectly spread slip a card under, draw them nearly to the surface and "tease" out their feathery edges with a camel's-hair brush, until adjusted in the proper position; then suddenly withdraw from the water to find themselves possessed of a beautiful specimen nicely mounted. Her method of caring for small pieces of fine lace, reminds one of that.

To me it is an entirely new idea, and I think it will be valuable to many readers of THE LARKIN IDEA.

# A Story of the Quakers.

By B. M. H.

(CONCLUDED FROM NOVEMBER NUMBER.)

"RUTH, dear," called Rachel Hall, one fine evening "put on thy hat and drive with me to the village. I want to show thee something."

"Well," said Ruth, when they were seated in the buggy, "I'm anxious to know what is the new sight I am to be treated to."

"I want to show thee," said Rachel, "a ten-acre flower-garden."

"Auntie, now you are making fun of me."

"Wait and see," said Rachel, smiling as she turned her horse down a little country road, and in a moment more, they came in sight of a ten-acre field of clover in full bloom, and filling the air with its delicious honey-like fragrance.

"Oh! Oh!" exclaimed Ruth, "I never saw a sight like that." Rachel stopped the horse and let Ruth look and smell to her heart's content. Acres of lovely pink blossoms, set in shaded green foliage.

"Now you don't mean to tell me, Auntie, all this beauty goes at last into common hay?"

"Why not?" said Rachel, "I think clover is both beautiful and useful, as people's lives *should* be. See how careful Mother Nature is to make the world beautiful for us! If we only pause long enough, in our hurry, to see. She spreads for us a carpet of richest green, with the flowers to make the bits of coloring, the trees for waving green plumes, and over it all, she bends a ceiling of deepest blue, with the stars and the clouds for the fresco work. But here we are at the village. Now, I am going to leave thee with friend Eliza Judkins, while I do a little shopping."

Friend Eliza was a fair, happy-faced woman, who took pleasure in showing Ruth all through her finely kept flower-garden and exhibiting her splendid vegetables, and finally took her through the little four-roomed house, and out on the small porch over which was trained a magnificent wisteria; long ropes of it were fastened from the porch to the eaves, and swayed in the breeze. All over it hung the graceful blue blossoms. Ruth was delighted and hardly ready to leave when her Aunt drove up.

"Now," said Rachel after they had started, "I want to give thee a little history. Six years ago, Elizabeth Judkins, widowed, childless, and penniless, came among us. Thee knows we Friends always take care of our own poor. So, we bought this little house and gave it to her to be her home while she lives. Of course it is the property of the Meeting. She was so discouraged and heart-broken, we had hard work to rally her, but after a time she began to raise flowers, and the tonic of the fresh air helped her. What a blessed thing is fresh air and sunshine. It is a tonic for the physical nature, and a grand disinfectant for the mental and moral natures. The microbes of gloom and despair have to succumb to a dose of hot sunshine. Now, thee sees she is a different creature, and raises and sells quantities of flowers and even strawberries."

"And Auntie," said Ruth, "her house is so sweet inside; she has such pretty furniture and several real handsome rugs."

"Yes: that is another of her new industries. She got those with Larkin Soaps."

"Auntie, you don't mean it! Why they are beautiful and give her home such a style."

"Yes, they are pretty. She needed many things and some one proposed her trying this plan; now she buys and sells Larkin Soaps with an enthusiasm that delights us. We all buy from her and use no other soap. The toilet soap thee likes so well is from there."

"Auntie, next time she sends, let me know. I want to get some just like yours. I don't know much about Larkin, but I *do* know I like the Golden Glow Soap as well as any I ever used. Dear me! I think it is a fortunate thing to be born a Friend. It is perfectly wonderful how you think of and care for others."

## Chapter Six.

As they passed the Chandler home, they heard Judith calling them to wait.

"I want Ruth to come in and stay awhile" said Judith, coming down to the gate. "Does thee care if I steal her, Rachel? We'll bring her home again!"

"Certainly, dear," said Rachel, "thee can have her a little while."

"Now, Ruth," said Judith, when they were alone at the gate, "I have a confession to make to thee. The friend I spoke of to thee came yesterday morning, and—Ruth—he—we—I have promised to be more than a friend to him. I want thee, dear Ruth, to be the first one outside our family to know of our engagement."

"O Judith," said Ruth, looking at her, "how beautiful you look, with that happy light in your eyes! I'm so glad, dear, you are so happy. Is that he sitting on the porch with your brother?"

"Yes, come and meet him—'David Bayne—my friend, Ruth Bradley'—was the simple introduction." Ruth greatly admired the dignified thoughtful young man, of whose love she felt Judith to be justly proud. They all walked together to her home—but—when the other two started back again, Robert lingered to talk a little longer at the gate, and when at last he left, it was with the promise to call again *very soon*. All the family at Elm Hill Farm could testify that this promise was faithfully kept. June passed and July came with its fields of golden billowy grain, over which the sunlight and shadow chased each other, like schoolboys in a frolic.

To Ruth the summer flew by on wings; she knew the earth took on a new beauty to her eyes, but she did not think to ask herself why. One day in early August, a question was asked and answered in a way that set the joy-bells ringing in two happy hearts—a question old as the hills; but Robert and Ruth felt it to be entirely new.

Elm Hill Farm.

My dearest Virginia:—

Has any little bird whispered a certain little secret in your ear? I'm quite sure the birds all know it, for they seem to sing out my joy, and "Every daisy in the dell knows my secret, knows it well," for I think we are too happy to hide it. I have written Aunt Lucretia about it, and she promptly and most emphatically disowns me; says, I am a disgrace to her. I find, however, I am quite able to survive the shock. I'm trying hard to learn to say "thee"—but I get things badly mixed sometimes, to Robert's great amusement.

Oh, I wish you could meet him, Virginia. He is so noble and good; has the tenderest, most thoughtful ways, and is every inch a cultivated nobleman, and, strange to say, he fell in love with me at first sight. He says the day I walked across the lawn to meet him for the first time, I walked straight into his heart. As

for myself, I am, at last, willing to become a Friend, willing even to sit through a meeting where there is no music—save only the sweet voice of joy singing love's happy song in my own heart. I can truly say "Thy people shall be my people, and thy God my God." So, dearie, on the first fourth day of the new year, there will be a double wedding in the little meeting-house in the woods. Judith and I are to be the brides. You, dear Virginia, are to come and see that my boat is safely launched on the great matrimonial sea, the same sea on which you expect to float by next spring. I am even now trying to learn by heart the beautiful and solemn words I shall say when I take the marriage vows—and may God give me grace to live up to them!

Your loving and happy,
RUTH.

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### THE WAY OF RELIEF.

BY AUNT JUDITH.

Come, my sister, let us try, for a little season,
Work and worry to put by; come, and let us reason.
What is it that casts you down? What is it that grieves you?
Speak, and let your woes be known—speaking may relieve you.

Well, my troubles you shall hear. Maybe you can aid me;
For disheartened in this way I'd not care to live if one paid me.
Clothes worn out with rub, rub, rub; still they're gray and grimy.
All day long it's scrub, scrub, scrub; still the dirt stays by me.

Courage, sister! Go and buy Sweet Home Soap and try it.
To the winds your cares will fly; be made happy by it.
No more gray or rotton clothes,—nothing grimy, greasy—
All as sweet as any rose—pleasant work, and easy!

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### SERVICE AND SATISFACTION TO POSTERITY.

Mrs. A. S. Lupton, Shiloh, N. J., writes: "One of the first things I did in preparation for getting married was to send for a $10.00 order of Larkin Soaps, and therewith I received one of the beautiful McKinley Rockers. "I was married in a silk gown that my great-grandmother wore on her wedding day, in January, 1800. With the same good care, the McKinley Rocker, in which I am now sitting, may be doing duty a hundred years hence."

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Mrs. R. M. Catlin, Waverly, N. Y., writes: "What the Larkin Idea meant, I never knew, until I made the trip through your factory recently. It is wonderful how the mind of man can conceive such ideas. To all the patrons of the Larkin Soap Co., I would say, Don't miss the treat of seeing the wonderful factory. Your Idea has helped people in moderate circumstances to get many nice articles of superior quality, and at a very small cost."

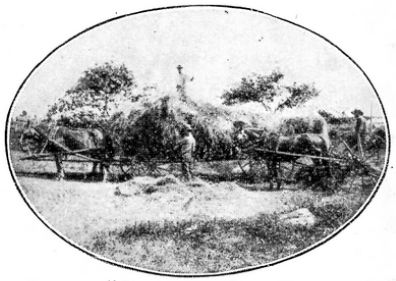
### THE PRIZE PHOTOGRAPH CONTEST.

In the Contest that closed November 15th, the following prizes were awarded:

Landscapes, First Prize, $2.00, Mrs. F. A. Smith, Yonkers, N. Y.

Landscapes, Second Prize, $1.00, Julia L. Sutliff, Cherry Valley, N. Y.

Genre Subjects, First Prize, $2.00, Bertha A. Partridge, Stockton Springs, Me.



"PILING THE LOAD."
Awarded First Prize of $2.00 for Genre Subjects in November Contest.
Taken with our Chautauqua Camera by Bertha A. Partridge, Stockton Springs, Me.

Genre Subjects, Second Prize, $1.00, Mrs. C. L. Mellen, Richville, N. Y.

### THE AD-PHOTO. CONTEST.

Fifty-six pictures were submitted in the Ad-Photo. Contest, which closed November 1. The awards are as follows:

First Prize, $5.00, M. A. Yauch, Rochester, N. Y.

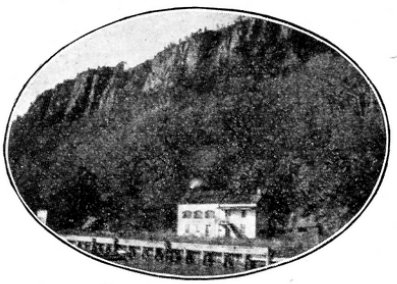
Second Prize, $3.00, Mrs. H. A. Ellers, Highland Falls, N. Y.

Third Prize, $2.00, Eugene L. Root, Meriden, Conn.

Mr. Yauch's photograph "Laying the Foundation of a Clean Home," which won the First Prize, is reproduced on this page. The pose in this picture is natural and pleasing; the idea is excellent. The other prize-winning photographs will be published in subsequent issues of THE LARKIN IDEA.




"LAYING THE FOUNDATION OF A CLEAN HOME."
Awarded First Prize of $5.00 in Ad-Photo. Contest.
Taken by M. A. Yauch, Rochester, N.Y.



"ALONG THE HUDSON."
Awarded First Prize of $2.00 for Landscapes in November Contest.
Taken with our Gundlach Camera by Mrs. F. A. Smith, Yonkers, N. Y.

"The best guide for the exposure of the plate is the brilliancy of the image on the ground glass. Strongly lighted scenes are very distinct, while a dim light makes it hard to distinguish the objects. Between these two extremes there is a great difference, and by carefully noting the clearness or dimness of the image on the ground glass one will soon learn to determine the correct time of exposure without resorting to an exposure meter."

Careless trimming and slovenly mounting will ruin the effect of the best of prints. Discrimination in trimming and in the selection of a mount will cover a multitude of defects. To bring out the best qualities of prints, those that contain plenty of white should be mounted on dark toned mats, and *vice versa*.




DECEMBER, on the calendar, has thirty-one days, but in the minds of boys and girls there is just one day worth speaking of in the last month in the year—Christmas Day. This is the day that divides the year into two parts. For six months before, we look forward to Christmas; and for the six months after that, we look back to it. It is a time for giving gifts and expressing good wishes; the time, too, for the spending of money, and the month when every girl wishes she had a magic purse that was never empty.

The girls do not generally have the opportunities that the boys have of getting "jobs" to earn dimes and dollars, and it is no end of a puzzle to secure the money to buy Christmas presents without asking someone to give it to them. The best way out of all this difficulty is to go to work with a will to secure orders for the Larkin Products, and there is such a splendid list of them this year, it will be more fun and less work than ever. There are such good premiums to be earned, one cannot fail to please the most particular of one's friends with a Christmas gift. If you secure a handsome gift for father or mother with earned Certificates, you will have the double satisfaction of giving something that you have earned all yourself, and something that is worth giving.

There are things for common use that may be bought any time, but what you purchase for a Christmas gift should be something that will not only be useful but it should be adapted to the taste of the person to whom it is to be given, something that will last for years and keep your regard in pleasant memory. It is easy and pleasant work, securing orders for the Larkin Products. There is such an amplitude of new things, and every single one of them, like the excellent Larkin Premiums, just what everybody wants in the house all the time.

Has your mother a nice desk or bookcase? Among the many beautiful things that cannot fail to give pleasure are the desks and bookcases given with orders for the Larkin Products. There are pieces of furniture to be proud of in any home, convenience and luxury combined.

Just a word about the room you are furnishing for your own. A short time ago we suggested a Princess Dresser as the article needed to make the room more attractive. This time why not divide the $10.00 order and secure the lovely Ten-piece Toilet Set for three Certificates, a Solid Oak Rocker No. 1 for one Certificate, and a Floreloid, Brush, Comb and Mirror for one Certificate? These articles will give more comfort and satisfaction than one can tell, besides being absolutely indispensable for your daily use. Every girl should have her own comb as much as her own tooth-brush. If you are not in need of these for your own room, or rather when you have secured them for your room, add these to your Christmas list. They are easy to get and sure to please as presents.

The pretty Puritan Maid on the Cocoa and Chocolate labels makes one think of "something sweet," and that something in my case was *fudge*. Everybody likes fudge and it is so easy to make that every girl can easily master the mysteries of its manufacture. Here is a recipe that is so good I want you to try it:

Into a granite iron saucepan put together two cups of sugar, two thirds of a cup of milk and two squares of Puritan Pure Chocolate. Boil together for four minutes, then try it to see if it will make a ball between the fingers when dropped from a spoon into a basin of cold water. Boil three minutes before adding a lump of butter. When the fudge will make a soft ball take from the fire. Beat until smooth and then pour it on buttered platter to the thickness of one half-inch. After you have begun beating the fudge and it has become slightly cooled, add one half teaspoonful of Larkin Extract of Vanilla. If you put in your Extract when the mass is boiling, a large part of it will evaporate and you lose its fine flavor and strength.

A very acceptable and dainty Christmas box will be highly enjoyed by your friends and may be made by using Larkin Perfume boxes, or covering little boxes of suitable size with fancy crepe paper or some fancy paper made to imitate leather. Fill with layers of fudge cut in squares and put waxed paper between the squares. The waxed-paper linings to biscuit boxes, if carefully smoothed and evenly cut to fit the boxes, will do very nicely.

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A dainty gift that is easy to make and sure to be welcomed by any lady or gentleman, boy or girl, is a necktie sachet. Take a yard each of ribbon of two colors, two inches wide or more. Satin in delicate shades of blue and pink, or lemon and violet are very pretty combinations. Lay the ribbon one piece upon the other so the satin sides are out. Between them lay two sheets of white wadding cut a little smaller than the ribbon, or even, and fasten together with a crocheted edge of silk floss, a dainty buttonhole edging, or finish with a card. When the edges are finished, fold the sachet together making a case like a two-leaved hood. If you can paint daisies or violets on the outside cover, it will be very pretty. If not, write a Christmas motto in gold ink, or finish with a knot of ribbon, using narrow ribbon of the same shades as those you use in making the case. The neckties lie folded within the leaves of this fragrant sachet, and are kept dainty and sweet. For a young man who wears evening-dress ties of white lawn, a dozen fine ties may very appropriately accompany the sachet.

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### THE JOLLY LARKIN PREMIUM EARNERS.



Frances Bowen, Alexander, N. Y., writes: "I enclose a photograph of myself, which I should like to see published in THE LARKIN IDEA, to show the boys and girls that I am one of the jolly Larkin premium earners. I have eight Premiums, and I am very proud of them all. I am organizing another Club-of-Ten."

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### A GRATEFUL GIRL'S GENEROUS RESOLVE.

Helen L. Yost, Bethlehem, Pa., writes: "My mother gets your magazine, THE LARKIN IDEA, and we all like to read it very much.

"I am nine years and have sold two boxes of Soaps and got an Iron Bed, Mattress and Spring. Now I

am selling another box, and my mother said I could choose whatever I wanted. I am going to get a Cinderella Doll, and some Christmas presents for my sister and mother.

"Must close with love for you because you are so kind to all who earn your premiums."

### ANY GIRL CAN ORGANIZE A CLUB.



Ethel A. Burgess, Hudson, Mass., writes: "As I have organized a Larkin Club-of-Ten and sent five orders, I thought I would like my picture printed in THE LARKIN IDEA. I am fourteen years of age and delight in getting orders and delivering the Soaps."

### PROFITING BY THE LARKIN IDEA.



Emma Umstead, Eden, Pa., writes: "I had one Larkin Club-of-Ten and have another almost through, now, and when it is through, I am going to organize another one. I have also sold $100.00 worth of your Soaps, besides the Clubs. I am very much pleased with the Premiums I have received, and enjoy reading THE LARKIN IDEA."

### IRENE'S CHRISTMAS.

By Louie Fish.

It was a bleak day in December. Snow had fallen all the morning. Inside a humble cottage sat Irene, looking thoughtfully out of the window. Christmas was drawing near, and she was anxious to give her mother a useful Christmas present.

As she sat there she remembered having heard her friend Stella say, "By selling Larkin Soaps one may earn 'most anything she wishes."

She brightened up, and in a few moments you might have seen a little girl in a cloak and hood hastening across the field to Stella's home to ask how much Soap she would have to sell to earn a Modjeska Cottage Dinner Set for her mother's *Christmas present.*

When Stella explained the Larkin Idea Irene was very happy; for even a child can understand the proposition. Stella said: "Mamma uses Boraxine for scrubbing the kitchen floor, and for washing, because it makes the clothes as white as snow; she really cannot get along without it," and she gave our friend an order for a dollar's worth on the spot.

From Stella's house she went to other neighbors, and in about three days she had an order ready to send to the Larkin Co. She told everyone to keep it a secret from her mother, which they did.

The day before Christmas Irene's mother was busy cleaning the windows, when, looking out, she exclaimed: "The expressman is coming up the lane; he must have made a mistake and is coming to the wrong house."

Little Irene fairly danced with excitement; for she knew that he was coming to the *right* house. At last he stopped at the door; first he brought a box of Soap, then another box containing dishes.

The box was opened, and as Irene's mother heard how the dishes were earned, the tears rolled down her cheeks, and she said, "This is the happiest Christmas I have known for years."

She drew her little daughter to her and exclaimed: "They are beautiful, and I value them more because you earned them."

But the happier by far was Irene. She afterward sold Soaps enough to get herself a beautiful Watch, *and any boy or girl may do the same.*

# Something About Letter-Writing.

PURCHASE and sale cannot be accomplished without an exchange of ideas. The buyer must explain his needs; the merchant display his wares. In addition, the buyer usually makes inquiry into the character of the goods he contemplates purchasing, and the merchant endeavors to discover the likes and dislikes of his patrons. In face-to-face transactions, this exchange of ideas is carried on by means of oral conversation. You and we are separated beyond the range of the voice; we must resort to other means of communication.

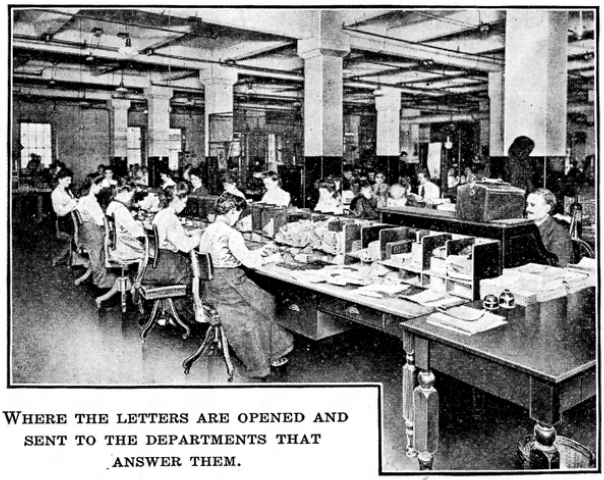
"It is simple," you say; "the government has provided the mails." But before our message is entrusted to the mail, it must be produced. In the preparation of our message to you a great system is at work.

We disclaim that either you or we are at a disadvantage because we cannot communicate orally with you. Written language has many advantages over spoken. It is likely to be executed with more thought and to convey a more exact meaning; it is seldom idle. It consumes less time. Think of the hubbub there would be in our offices, if as many thousands of patrons as we transact business with daily should come to see us in person.

The system at work in conducting our correspondence has been created under the guidance of experience that has been accumulating for a score of years. Let us suppose that your home is in a distant State, and that you are thinking of ordering a Combination Case of Larkin Products and a Premium. Concerning one or two points you do not have a clear understanding, so you write to us asking a few questions. You post your letter, and in a few days you receive a reply. In the meantime, many interesting things have happened.

At the postoffice your letter fell in with several others that were also for Larkin in Buffalo. At the first junction point it was joined by scores of others, and by the time it reached Buffalo, it was one of thousands that came to us that day.

At the city postoffice the Larkin mail was separated from the other Buffalo mail, put into bags and hurried by automobile to our "in-mail" room. There it was opened, classified and forwarded to the proper departments.



WHERE THE LETTERS ARE OPENED AND SENT TO THE DEPARTMENTS THAT ANSWER THEM.

For the purpose of sorting the letters, the in-mail force is divided into six groups, each handling the mail from a certain fixed territory. In the general office, the same geographical division is followed. With dispatch, your letter reached the hands of your correspondent.



DICTATING A LETTER TO THE GRAPHOPHONE.

Your correspondent devotes his time, exclusively, to answering letters from patrons who live in your vicinity. In a way, he is acquainted with many of them, knows their little likes and dislikes, their peculiarities, and can recognize their handwriting at a glance. He is their friend, and takes more than a mere business interest in their letters.

The correspondents in our offices, and there are forty of them who do nothing but dictate letters, are well versed in every phase of our business. From experience, they have learned how to handle promptly the great number of questions put to them by our thousands of patrons. They are not satisfied to answer yes and no, or this premium is given for so many Certificates and that for so many. It is their aim to give to each question a lucid and intelligent answer, to help the customer understand, to make further doubt and inquiry upon a given question unnecessary; in a word, to instruct him. To insure unity and harmony of effort, the work of the correspondents is conducted under the direction of a chief correspondent and his assistant, skilled letter-writers who have made a life study of the science of correspondence.

When a letter reaches a correspondent, he reads it carefully and makes a mental notation of the points to be covered in the reply. After he has gathered the needed information, he dictates the letter. By the aid of the graphophone he really talks to you; for in our offices, all letters are dictated into graphophones. This system is a great saving of time over the old method of direct dictation; for, since the correspondent and the transcriber work independently, all interruptions are avoided.

The principle of the graphophone is familiar to most of you. In an ordinary tone, the letter is talked into a tube, which connects the sound with a recorder that cuts the letter into a wax cylinder. One cylinder will hold six or seven letters of average length.

Fifty typewriters are busy transcribing the letters from the cylinders. The letter is reproduced just as songs, speeches and music are



TYPEWRITING THE LETTERS DICTATED TO GRAPHOPHONES.

reproduced from the ordinary graphophone-record. The sounds are carried to the transcriber's ears by means of a tube that is attached to the reproducer. The transcriber listens to a sentence, stops the phonograph by a foot-lever, writes the sentence, then listens to another, writes it, and so on until the letter is completed.

The transcribers' room presents an attractive scene. The nimble fingers of a hundred hands gliding gracefully over the keys create a low rhythmic, almost musical, hum that fittingly accompanies the animation of the picture, just as droning does the labor of the bee, at work among the fragrant flowers. Here speed and accuracy are at a premium. There is little time for loitering; for over two thousand letters must be turned out each day.

After the letters are written, they are sent to the out-mail department, where the envelopes are sealed by machinery and the postage-stamps attached. They are then ready for the mails.

Three copies of each letter are made, the first copy, which is mailed to the patron, and two carbon copies, one upon white paper, the other upon blue. The white copy is pinned to the patron's letter and filed with it. The blue copies are filed separately.

You have doubtless observed that all your letters are given a file number, and that the same number appears on all the correspondence of a given transaction. In an order, the same number is placed on the correspondence, the order, the bill of lading and shipping tag. You can greatly assist us by referring, in your letters to us, to these file numbers.

There are other ways in which you can help. When a customer writes to us and fails to express himself clearly, or omits necessary information, it results in delaying the answer to his letter.

By observing the following suggestions, our customers will aid us in answering their letters with promptness and satisfaction:

1. Do not sign one letter "Mrs. Mary Williams" and the next "Mrs. Thos. Williams," or one "Thos. Williams" and the next "T. J. Williams." Sign all letters alike and in your customary way. If your name is changed, give former name and name you will sign in future.
2. If writing about delay in arrival of shipment, give date of order and name and address to which goods were to be shipped.
3. When you address us about a matter in connection with your personal order, or that of a customer, give date of order and full names and addresses of all persons involved.
4. Letters about damaged or unsatisfactory Premiums should contain a minute description of damage, or reason you wish Premium changed.
5. In sending money to us, be sure to state distinctly on whose account it is to apply, or for what it is intended.
6. Write the names of persons and places, as plainly as print. Do not make us guess at a single letter in the name of either. Be sure the name is spelled correctly and every letter unmistakable.
7. In every letter give present home address or where mail is to be directed. If address has been changed since last purchase give *both old address* and *new one*.
8. Don't write a long letter, if a short one will serve the purpose. Make your letter plain and simple.
9. Be very careful to date and sign every letter.
10. Before mailing a letter, read it over carefully and see if you have said just what you intended to say.

It is a pleasure to receive letters from our customers. Our corps of correspondents is at your service.

# THE LARKIN CLUB-OF-TEN.

WHAT A DOLLAR A MONTH WILL DO.
THE HIGHEST DEVELOPMENT OF THE LARKIN IDEA.

A MERRY, Merry Christmas to all Larkin Clubs-of-Ten.

Every member should feel merrier this year—the new Larkin Products and Premiums help insure it.

Nineteen hundred and four, through your co-operation, has been a prosperous Club-of-Ten year. The prospects for the New Year are bright, because we feel sure that your kindly interest will continue.

You can't confer as much happiness any more easily than by inducing your neighbor to join a Larkin Club-of-Ten. Just try it and see what months of Merry Christmas both will have.

A Club-of-Ten may be made a Merry Christmas the year round. If not a member, join one and try the easy and popular method of obtaining the Larkin Soaps and Premiums with a dollar a month. There is real pleasure in looking forward to the meetings, and a joyful time when they occur.

Our Card-case Calendar for 1905 is convenient and useful for a year. To every Club-of-Ten Secretary sending us name, address and a two-cent stamp, to cover cost of mailing, we will send twelve of these Calendars.

We desire that members of Larkin Clubs-of-Ten who are not subscribers to THE LARKIN IDEA, should own one of our beautiful Modjeska Rose Calendars for 1905.

We shall have a limited number left after mailing to subscribers. To any Larkin Club-of-Ten Secretary sending us 75 cents we will (until the supply is exhausted) mail, prepaid, to one address and in one package, nine of these exquisite Calendars. Remittances received after they are gone will be returned.

If the Calendars are ordered sent to individual addresses, the price will be Ten Cents each.

A Calendar of equal beauty retails for 50 cents. Our offer is a liberal one. We expect a large demand for the extra Calendars. Those who get their orders in first will be sure to have them filled.

Club-of-Ten picnics and lawn-parties afforded pleasure to many of our customers during the past summer. Indoor days are here, but this is no reason why the enjoyable social side should be ignored in the Club-of-Ten meetings.

If the meeting is properly conducted, a few moments will serve to transact all of the business connected with a Club, leaving the greater part of the afternoon to be devoted to entertainment.

"But what shall we do?" you inquire. "If there were something to keep us busy, surely we should have a good time together, but we get a little tired when there is nothing to do but to chat, chat, chat, all the afternoon."

Here's a suggestion—have a Club-of-Ten quilting-bee.

Many of you have a patchwork quilt or comfortable all pieced and ready to be made up. But it's such a task to do it alone that you have been putting it off and putting it off, and the quilts are still unquilted. To finish a quilt unassisted is an



THE CHAUTAUQUA AND SUNSHINE LARKIN CLUBS-OF-TEN.
Mrs. P. J. Humphry, Sec., Galesburg, Ill.

undertaking for one person we agree, but for ten of you it would be really enjoyable. A couple of hours would see the whole thing through ; and as for tying a comfortable, why ! for ten that would be nothing more than fun.

No need of going into the material benefits to be derived from such a plan. Every housewife knows the worth of a good quilt. Socially, it's sure to be a success—quilting-bees always have been and they always will be entertaining. The work is by no means tiring ; it is sufficiently light to leave one free to laugh and chat to her heart's content.

Have the quilt on the frames and everything ready before the ladies come. After the business is transacted, the quilting may be commenced.

Refreshments may be served. In preparing these the new Larkin Extracts will be found delicious. Candies and hot chocolate made from the Puritan Pure Chocolates would add interest to the occasion.

Try this plan, then write and tell us how you liked it. If you have any other form of Club-of-Ten amusement to suggest, tell us about it, and we will publish it for the members of other Clubs-of-Ten.

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Larkin Gloss Starch and Larkin Ball Blue are laundry helps that satisfy the most exacting housewife.

### TWO HAPPY SURPRISES.

**Larkin Clubs-of-Ten Delightfully Entertained.**

The two Larkin Clubs-of-Ten met with Mrs. E. Huckleberry of 218 Wicks Street, Friday afternoon. Cards and games were played while some of the ladies went chestnutting in a grove near by.

At the usual hour the hostess served a delicious luncheon, and during the repast a surprise was given by Mrs. Hayward in presenting the Club with a beautiful cake.

When the guests were ready to depart for home, another surprise was given them, each member being presented with a basket of fruit.

Mrs. Koller of 105 Hazard Street is secretary of the Clubs.—*Jamestown (N. Y.) Evening Herald.*

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M. A. O'Toole, Sec., Chicago, Ill., writes : "The battle-cry of the Olive Club of Chicago is

Ricker, Racker,
Fire Cracker,
Zip, um, ba,
Larkin, Larkin,
Rah ! Rah ! Rah !

"When all ten voices join in, a sound very pleasing to the ear is produced."

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Make Christmas the happiest day of the year so far, and each succeeding day just as happy. Club-of-Ten meetings may be made to contribute much happiness.



THE ELITE LARKIN CLUB-OF-TEN.
Mrs. P. J. Humphry, Sec., Galesburg, Ill.



# THE LARKIN BOYS' SYMPOSIUM

## CONDUCTED BY BORAXINE.



A MERRY Christmas I wish you all, and my wish is not expressed lightly or as a mere form. I wish you all of the gladness and merriment of the merriest day in the year.

A great deal will depend on your own attitude. Of course you are all going to have a merry Christmas and help other people to be merry, too; for nothing will make you so happy yourself as being genuinely kind to others.

Merriment and good-will are the keynotes of this festive season. Long before the event in honor of which we celebrate Christmas occurred, the savage tribes of Northern Europe, from whom most of us are descended, held a festival during the closing week of the year in honor of Thor, one of their powerful gods. While this festival lasted, friends feasted together and quarrels with foes were suspended. No wars were declared, and no executions were permitted to take place during the season; general good-will and merriment prevailed.

After these peoples were converted to Christianity and began to celebrate Christmas, they carried into their festivities many of the old customs. Many of them, refined and modified, are observed by us today. Among these are the practices of decorating our homes with evergreens, holly and mistletoe, of providing feasts and giving presents.

The feasts of these old savages were boisterous carousals. Under the softening influence of Christianity the revelry passed away and peace and good-will took its place.

So you see for thousands of years men have been having a merry time at Christmas. If you don't have just the very best time you can, you will be violating time-honored customs. So

"Dance and sing and have good cheer,
For Christmas comes but once a year."

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Judging from the appearance of the orders we have been receiving lately, some of the boys are going to be very agreeably surprised. Of course, I can't think of telling secrets, but a number of you are going to get Bunker Hill Bob-sleds; some, Excelsior Printing-presses; and some—well, there are so many fine presents for you leaving our factories every day that I can't tell you all about it. Just wait till Christmas morning; then you shall know.

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I wish more of the boys would write to me and tell me, not only of their plans for Christmas, but of their sport and athletic teams, and one thing or another that all boys are interested in. If there is anything you can't understand or wish to know about, write to me. If I can't answer your question, perhaps some of the other boys can.

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I shall have to ask you to pardon me for failing to tell you the winners in the Boys and Girls' Contest for $500.00 in Cash Prizes, this month, as I promised to do. I have a very good excuse, which I am sure you will accept.

It takes the greater part of two weeks to print an issue of THE LARKIN IDEA, and all the editorial work must be completed a week before going to press. The editor was very anxious to get the December number out promptly because of its Christmas news. This meant that the forms would close long before December 1st, and, of course, I couldn't tell who had won prizes before the Contest had closed. Now could I? But the January number will surely contain the winners' names and all about it.

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I wonder how many boys are interested in the Larkin School Club. All ought to be, particularly those of you who live outside of the larger towns.

Many times, no doubt, you have looked about your schoolroom, and its pictureless, clockless, mapless, walls have made you think it a dreary place.

I can't blame you for thinking such a schoolroom dreary, but I shall feel that you are not very wide-awake if you permit such conditions to continue; for, through the aid of the Larkin School Clubs, you can obtain for your schoolroom books, pictures, maps, globes, tables, desks, chairs and many other things that will make it homelike and comfortable, and all without a single penny's cash outlay.

Have your teacher write to us for full information, or you may write yourself, and then show our attractive booklets to her. She'll be delighted with the plan, you may be sure.

In addition, there is a chance for you to win some handsome prizes. Write and find out all about it. Better address your letter to Larkin School Club Department.

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## LUCKY TED.

By MABEL E. MANN.

That was the nickname they called him by—
The boys at his school, and this was why:
He was bound to win from the start, they said;
It was always the way with Lucky Ted.

The earliest flowers in his garden grew;
The sums on his slate came soonest true;
He could sail a boat, or throw a ball,
Or guess a riddle, the best of all.

You wondered what could his secret be,
But watch him awhile, and you will see
He thought it out till the thing was plain,
And then went at it with might and main.

He sent in an order for Larkin Soaps,—
He'd studied the plan and knew the ropes—
And he sold them all in just two days;
That was the kind of "luck" that pays.

Trusting but little to chance or guess,
He knew that Larkin Soaps were the best.
A ready hand and a thoughtful head—
So much for the "luck" of Lucky Ted!

### AN EXAMPLE FOR OTHER BOYS.



Frank Wedlake, Lynbrook, L. I., writes: "I have sold $40.00 worth of Larkin Soaps and Products and have earned a Sideboard, a Morris Chair and a Music Cabinet. I gave the Music Cabinet to my father as a Christmas present. We kept it a secret until Christmas Day. I gave him the Morris Chair also; the Sideboard I gave to my mother."

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### A BIT OF ADVICE FOR BOYS.

"You are made to be kind," says Horace Mann, "generous, magnanimous. If there is a boy in school who has a club foot, don't let him know that you ever saw it. If there is a poor boy with ragged clothes, don't talk about rags in his hearing. If there is a lame boy, assign him some part of the game which does not require running. If there is a hungry one, give him part of your dinner. If there is a dull one, help him to get his lesson. If there is a bright one, be not envious of him; for if one boy is proud of his talents, and another is envious of them, there are two great wrongs, and no more talent than before. If a larger or stronger boy has injured you, and is sorry for it, forgive him, and request the teacher not to punish him. All the school will show by their countenance how much better it is than to have a great fist."

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### A CROW SINGS THE PRAISES OF WORLD'S WORK SOAP.

By Lorinda Lucile Terpening.

"Scipio"—we'd have you know—
Was the name of a black, though wise, tame crow,
Who (after the nature of his kind)
What steal and keep whate'er he could find.

With wisdom, the black but cunning bird
Would ponder o'er what in his visits he'd heard;
So it came that he brought to his mistress's door
A "something" she never had used before.

And that was a peerless World's Work cake
Of the well known Larkin Co.'s make;
Scip had heard its praises on every hand:
"No Soap like the World's Work in the land!"

So, one day near his mistress he did alight,
With his treasure clutched in his claws, so tight;
And turning his head from side to side,
He thus in crow language joyfully cried:—

"This World's Work Soap can *wonders* do!
Just try it once, and you'll find that true!
Many have called me an 'ugly black crow,'—
'Now wash me and I shall be whiter than snow!'"

Scip's mistress, a housewife, clean and neat,
Says: "The Soap's good for everything (but to eat),"
And declares that she'd hang herself with a rope
Before she'd now live without World's Work Soap!



# THE LARKIN PUZZLE PAGE



## 1. REBUS,




## 2. CHARADE.

Gain my first by constant effort;
Keep your face my second.
These combined will form my whole;
A blessing, by many 'tis reckoned.

## 3. WORD ENIGMA.

A boy, a girl, and relatives
In Larkin Soaps are hiding:
Look closely for a mariner,
Also the ship he's riding;
A portion of your body, too,
A ticket, and a bird,
Your father, and an ugly snake,
Though you think it seems absurd.

## 4. ENIGMA.

My first is in saw but not in see,
My second is in who but not in me,
My third is in girl but not in boy,
My fourth is in trim but not in coy,
My fifth is in carpet but not in tack,
My sixth is in white but not in black,

My seventh is in owl but not in hen,
My eighth is in now but not in then,
My ninth is in light but not in dark,
My tenth is in hear but not in hark,
My eleventh is in both clean and neat,
My whole for its purpose is hard to beat.

To every boy or girl sending us the correct solution of Nos. 1, 2, 3 and 4, before January 15th, 1905, we will mail, free of charge, one bottle of Modjeska Carnation Perfume. Address Editor THE LARKIN IDEA.

The solutions will be published in THE LARKIN IDEA for February. Solutions will not be acknowledged by letter; corrections or other alterations will not be permitted after solutions have been submitted.

## SOLUTIONS TO OCTOBER PUZZLES.

### 1. REBUS.

Ten dollars, invested in Larkin Soaps,
Is all the capital it requires
To start a business that will succeed
To the extent your heart desires.

### 2. REBUS.

Cabinets for parlor and kitchen,
Chairs, Tables and Couches, too—
McKinley Rocking Chairs, as well,
Can be secured by all of you.

### 3. CHARADE.

Cold Cream.

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### THE TRUTH CONCERNING VANILLAS.

Continued use of inferior condiments has produced widespread unfamiliarity with the qualities of purity in these articles of food. Concerning nothing is this more true than in regard to flavoring extracts, particularly the vanillas.

Two varieties of vanilla flavors are on the market. One, the true vanilla extract of genuine vanilla beans; the other, "Compound-extract of vanilla," which contains *absolutely no vanilla*, but is concocted from artificially made vanillin, and (worst of all) tonka.

Tonka is the odoriferous seed of a tropical tree. It is not fit for use as a food. Its principal uses are in flavoring tobaccos and in perfuming snuffs. The drug is injurious. The United States Dispensatory, a recognized authority among pharmacists, characterizes it as "a decided narcotic, first stimulant and afterwards paralyzant to the heart." It is a fact, discovered by observation and analysis, that tobaccos in the preparation of which tonka has been employed have an unusually depressing effect upon the heart-action of the user. So pernicious a drug, even in the smallest quantities, has no rightful place in an article of food.

The active principle of tonka is a white powder, coumarin. This, like vanillin, can be made artificially; and the artificial product is used by many manufacturers instead of the

natural tonka. It is equally injurious and even more rank.

Manufacturers who label their goods "compound" are compelled to do so by the pure-food laws, as they use either tonka, coumarin or artificial vanillin; sometimes all three. Some makers, relying upon the ignorance of their customers, make a show of frankness by boldly explaining: "This extract contains tonka."

Compound vanilla extracts have a strong flavor. A drop of the extract placed upon the tip of the tongue will have a pungent taste, due entirely to tonka or to artificial coumarin. The compound extracts have a strong pungent odor, and burned sugar is used to give them the color of genuine vanilla extract in order that the deception may be more complete. Pungent odor and pungent taste mislead users of the compound extracts into the belief that they are stronger, and therefore better, than true vanilla extract. Strong and pungent taste and odor in the raw extract is sure proof of inferior quality.

Bear in mind that vanilla is not a perfume. It should not be judged as such. A correct and fair comparison of flavoring extracts can be made only by *using them as flavors;* not by smelling or by looking at them.

To make a trial: flavor a quart of cooking material with a teaspoonful of compound extract; flavor another quart of cooking material with a teaspoonful of a true vanilla extract; then compare the flavors of the finished dishes. In the one treated with the compound extract, there will be the penetrating, pungent taste of tonka; in the other, the mellow, delicious, fruity flavor of the true vanilla. Your own palate will guide and convince you.

Why, then, are the inferior compound extracts placed upon the market? They are cheaply and easily made. The profit available in selling a compounded extract for five or ten cents less than the price necessarily asked for true extract, is many times that derived from the sale of true vanilla extract.

Why are they purchased and used? Their slightly lower price seems at first sight attractive to the indiscriminating buyer. Their pungent tonka taste misleads many into the belief that they are stronger.

What, after all, is the advantage in paying a slightly higher price for a true vanilla extract? It is economy; for a smaller quantity will serve. You get more flavor for your money and the flavor is that of real vanilla not of tonka or of artificially compounded drugs. The reasons are self-evident.

Larkin Vanilla Flavoring Extract is a true vanilla. It is made from carefully selected vanilla beans—the product of Nature—by a modern and correct method. It contains no tonka and is enforced by no drugs. We give its absolute purity the unqualified Larkin guarantee.

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### THE NEW SWING SONG.

By Mabel E. Mann.

In the valley, on the mountain,
Through the land its praises ring;
Comfort finds a constant fountain,
In the Larkin Hammock Swing.

With one voice ten thousand people
Well declare it "just the thing!"
And they give above all others,
Thanks for Larkin's Hammock Swing.

'Tis a brimming bowl of pleasure;
Summer, winter, fall or spring,
There was never such a treasure
As the Larkin Hammock Swing.

### WHEN CHRISTMAS COMES AROUND.

By Daisy H. Meade.

I heard Ma say, the other day,
"Now, really, ain't it queer
How well the young uns all behave
When it gets this time o' year?
Sometimes they racket up 'n' down,
And bang around and pound,
But somehow they're as still as mice,
When Christmas comes around."

'Twixt me and you, I guess it's true;
It don't seem hard at all
To be perlite when you want a sled
And a pair o' skates and a ball.
Somehow it seems 's though Santa Claus
Could hear each little sound,
And it pays to mind your p's and q's
When Christmas comes around.

'Most any one likes Sunday-school
Along about December;
Then Bible stories ain't so hard
As sometimes, to remember;
It ain't so much to keep awake
In church, 'bout now, I've found,
When you know they'll have a Christmas tree
When Christmas comes around.

Sometimes I race to wash my face
Ahead of Brother Jim,
And 'tain't no trial to comb my hair.
(It's just the same with him!)
We don't play hookey any more
With Father's gun and hound;
Somehow th' huntin' ain't no good
When Christmas comes around.

Us boys just dread to go to bed
At eight o'clock or so,
And Susan's sure to pop some corn
Just when it's time to go,
Or else crack nuts and bring a dish
Of apples, red and round;
But we're too tired to tease to stay,
With Christmas comin' 'round.

Ma's Larkin Club is just a rub,
And you hate to deliver Soap
Sometimes when you want to go and play,
Or watch the girls jump rope;
But some way now, it's more like fun,
And you travel on a bound,
While you wonder what Ma's premium was,
When Christmas comes around.

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### THE LARKIN CUT GLASS.

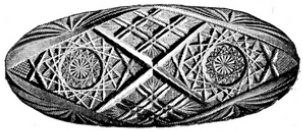


The dining-room is one of the most important rooms of the house and especial pains should be taken by the housewife to make it cheerful and attractive.



A table set with a tasteful array of choice cut glass gives an added zest to a good cuisine; for the appointments greatly influence our feelings.

There are but few who can tell the value of a piece of cut glass, but those who can will readily recognize the high quality of that we offer. Note the artistic designs, the



deep cutting, the brilliancy and the polish, which will hold its lustre for months without polishing. A piece of Cut Glass is an excellent Christmas or wedding present and is fast superseding Sterling Silver for such purposes.



We show here a few of our offers but refer you to the Premium List for the complete line.

# Larkin Church Aid Dept.

***Debt is a burden—pay it off.***

*WE invite correspondence from customers and Church Societies desiring to tell others their method of raising funds by selling the Larkin Products. These experiences will prove interesting and helpful. Address:*

***Larkin Co.***
*Church Aid Dept.,*
*Buffalo, N. Y.*

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Raise money; pay off that debt. It can be done without extra expense to anyone. What can be accomplished today should not be put off until tomorrow.

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The Larkin Church-Aid Plan is an easy, profitable way for a Church Society to raise funds. Everyone interested in church work will enjoy learning how hundreds of churches are being benefited. The Church-Aid plan is our response to requests for suggestions as to how churches and societies can best profit by the Larkin Idea.

## What the Church-Aid Plan Is.

The continuous sale of Larkin Soaps and other Products by a church committee. The result is a regular source of income for the church. The plan is co-operative; one half of the proceeds goes to the church fund; one half suffices to pay for the goods.

The Larkin Products are household necessities of daily consumption in every family. Instead of purchasing these at the store, the church members and friends send the orders to one duly appointed to take charge of the Larkin Church-Aid sales.

## What the Church Receives.

This co-operative buying yields to the church all the middlemen's profits and expenses—a substantial sum.

The Larkin Factory-to-Family price of $20.00 worth of Larkin Products is $10.00. For every dollar's worth of goods sold by the church committee, fifty cents goes to the church treasury, $10.00 of profit being made on every $20.00 worth of Products sold.

Just think of it! ONE HALF of all money received belongs to the church.

By this means money is easily raised without extra expense to anyone, and the plan can be kept in continuous operation. Join hands and help the cause along.

The one who has charge of the matter and sends us the orders is rewarded with a Certificate Premium (retail value $1.50), for each $10.00 cash order sent after the first, and for the first if he has purchased direct from us before. As a present-for-cash, 50 cents' worth of extra Products is also sent with each $10.00 list ordered.

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## A Word From Others.

"Your Church-Aid Plan certainly is the best method we have ever tried for raising money, The plan can be kept going month after month, as we must use Soaps, etc., and we are all glad to get yours."

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"Selling your goods to the members of our church is an easy and agreeable way of adding to the church income."

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"Your Church-Aid Plan is a good one. I advise you to acquaint others with it."

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"At our recent church fair, the Larkin booth cleared nearly $200. Your goods speak for themselves."

## Pay Off That Debt

**Church Societies Assisted by the**

## Larkin Church-Aid Plan

Highly commended as an easy and profitable way to raise Church Funds.

***Larkin Co.***
*Church Aid Dept., Buffalo, N. Y.*

Give the Children

# A MERRY CHRISTMAS

Larkin Certificate Premiums



## CINDERELLA DOLLS.

**No. 0. Given for one-half Certificate.**
Height, 14 in. Choice of Blonde or Brunette.

**No. 1. Given for one Certificate.**
Height, 18 in.

**No. 2. Given for two Certificates.**
Height, 23 in.

Choice of Blonde, Auburn or Brunette. Full ball-jointed body made of Pressed Paper, flesh tinted, glazed finish—very light, yet strong; well proportioned; Bisque face, sleeping eyes; fine long curly hair; dainty chemise, shoes and stockings.

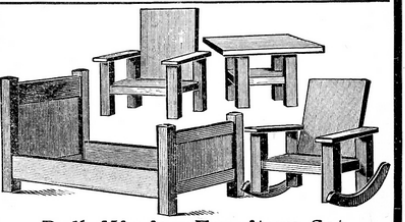
This is one of the handsomest imported Dolls; will delight any little Miss.

## CHILD'S DESK No. 2.

**Given for two Certificates.**



A roll-top Desk with roomy pigeon-holes, pen and pencil rack; large drawer for paper and lower shelf for books. Writing-bed pulls out. Top piece carved, roll top and drawer front embossed. Golden Oak polished finish. Height, 36½ in.; Width, 24 in., 14½ in. deep.



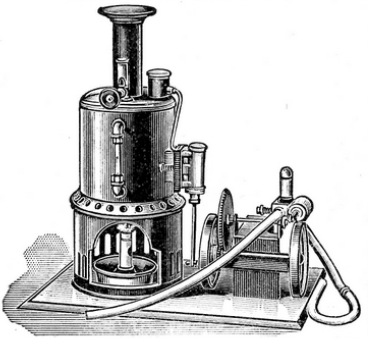
## Doll Mission Furniture Set.

**Given for one Certificate.**

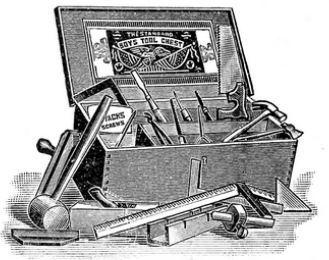
Set consists of 1 Rocker, 1 Morris Chair, 1 Bedstead, 24 in. long, inside measurement, 1 Square Table. Made of Oak in Mission style and finish.

## Steam Engine and Pump.

**Given for one Certificate.**



Steam Engine operates force-pump that will throw a stream of water ten feet. Boiler is polished brass. Each Engine is equipped with whistle, alcohol lamp and rubber hose with nozzle; ready for use. Size, 5¾ x 8½ in.; height, 8½ in. Packed in wooden box.




## BOY'S TOOL CHEST.

**Given for one Certificate.**

Contains 23 articles, selected to please Young America.

Plane, Try Square, Mitre Box, Gauge, Templet, Hatchet, Hammer, Brad-awl, Gimlet, Pincers, Saw, Triangle, Mallet, Hand Screw, Rule, Chisel, Screwdriver, Iron Square, Bracket Saw, Lead Pencil, Crayon, and package Nails, Tacks and Screws.

Substantial, hinged Chestnut box, well finished and equipped with handles; removable tray.

*Larkin Street,* **Larkin Co.** *Buffalo, N. Y.*

ESTABLISHED, 1875.

Pages 33 (inside back cover) & 34 (back cover) missing.
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